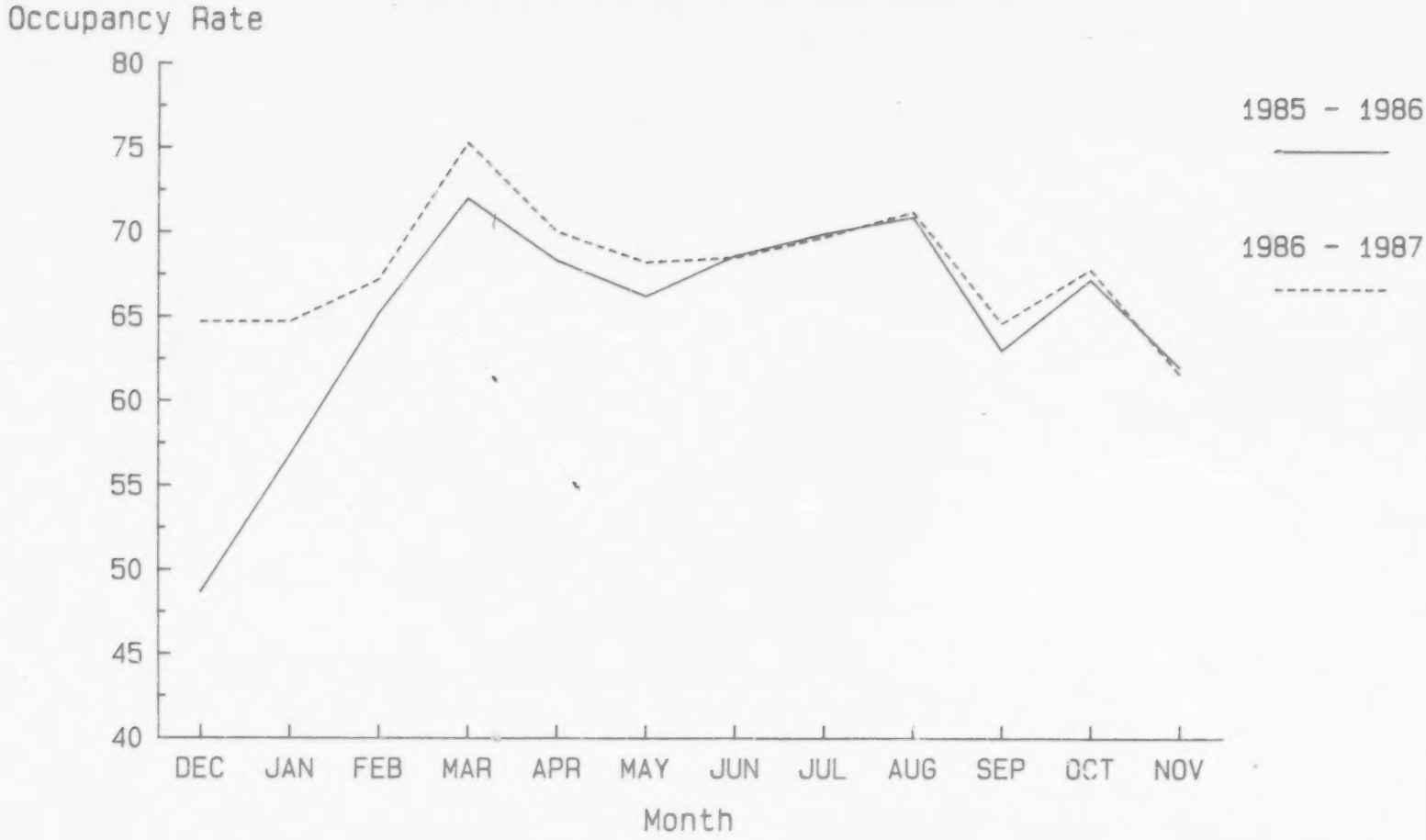
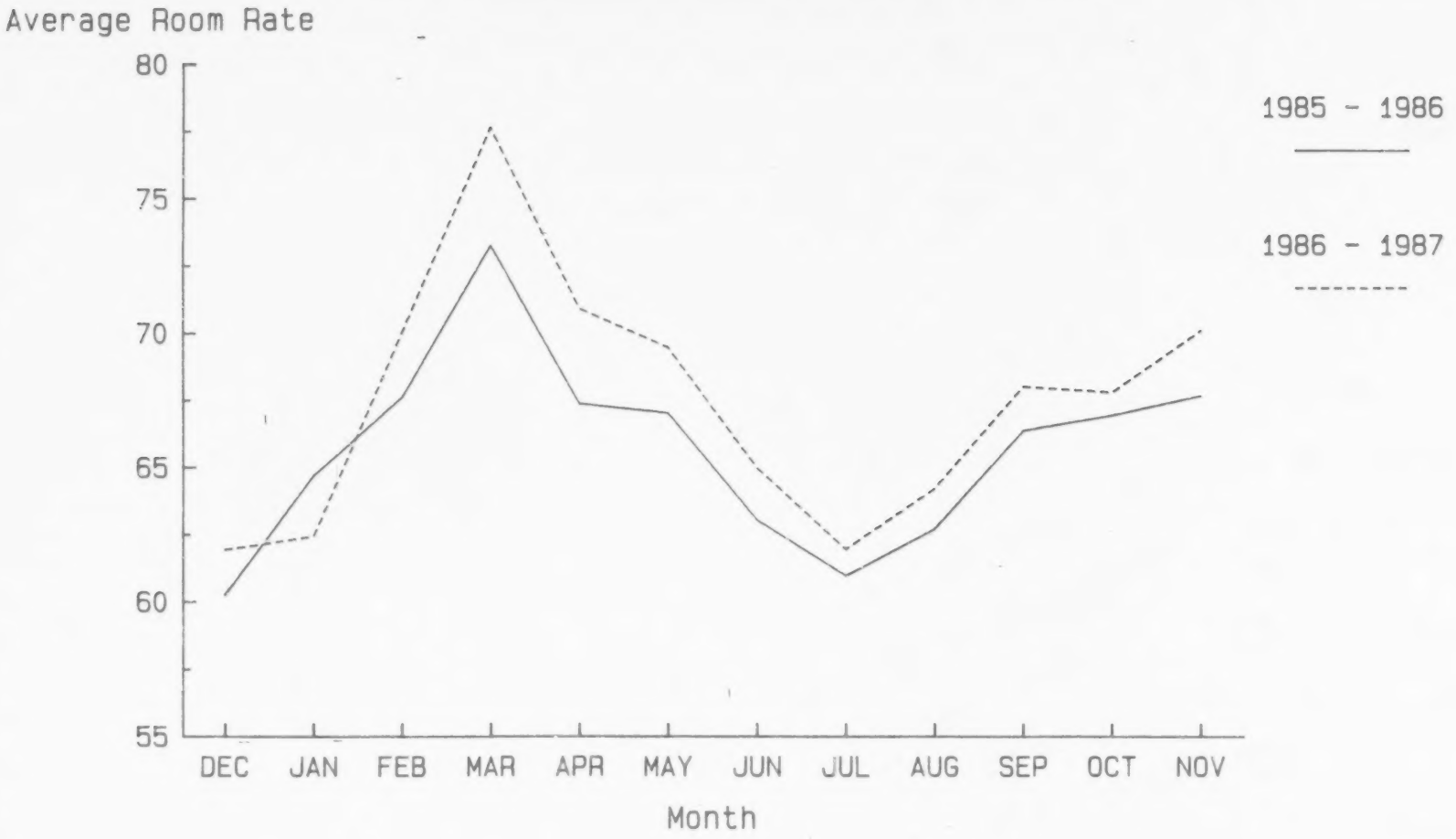
NATIONAL OCCUPANCY RATE
DECEMBER 1985 - NOVEMBER 1986
DECEMBER 1986 - NOVEMBER 1987



NATIONAL AVERAGE ROOM RATE
DECEMBER 1985 - NOVEMBER 1986
DECEMBER 1986 - NOVEMBER 1987



ROOMS REPORT - NOVEMBER 1987 COMPARED WITH NOVEMBER 1986

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	61.0	61.4	55.0	53.2	$ 69.43	$ 67.09	$ 48.41	$ 47.41	$ 16.84	$ 16.45	21.5	21.8
CENSUS REGION:												
Northeast	77.8	80.4	43.0	42.6	$115.99	$109.32	$ 83.69	$ 78.42	$ 21.55	$ 21.95	18.4	19.7
North Central	53.6	55.4	38.3	38.3	48.97	46.74	38.09	36.64	13.23	12.16	24.8	24.0
South	59.3	58.7	66.7	64.5	59.97	58.65	39.69	39.43	15.12	14.66	22.0	22.0
West	59.4	60.0	48.4	46.5	65.59	63.47	46.97	46.31	17.43	16.61	24.4	24.0
CENSUS DIVISION:												
New England	67.5	66.7	46.3	47.9	$ 83.87	$ 80.12	$ 55.59	$ 51.68	$ 17.39	$ 17.48	20.0	21.1
Middle Atlantic	79.7	82.9	42.8	42.2	121.22	113.72	85.64	80.26	22.18	22.58	18.2	19.6
South Atlantic	61.6	61.2	74.7	75.3	61.56	60.01	38.32	37.44	15.94	15.24	23.1	22.8
East North Central	55.0	56.9	32.2	32.6	49.23	46.22	40.46	38.08	12.70	11.59	23.9	23.2
East South Central	54.7	49.8	26.1	29.7	45.99	47.34	41.29	41.02	13.70	15.87	28.4	31.5
West North Central	51.2	53.0	47.3	46.6	48.52	47.65	34.95	34.72	13.96	12.92	26.0	25.0
West South Central	55.4	54.6	50.9	42.0	57.24	56.23	43.02	44.74	13.37	13.33	19.4	19.9
Mountain	50.6	52.1	50.1	46.1	52.73	52.09	39.21	40.74	19.89	17.89	35.2	31.4
Pacific	63.0	63.1	47.9	46.6	69.86	67.29	49.11	47.79	16.58	16.18	21.6	22.1
AFFILIATION:												
Chain	61.4	61.7	53.1	50.5	$ 67.65	$ 64.96	$ 48.30	$ 47.34	$ 16.02	$ 15.77	20.9	21.5
Independent	59.3	60.2	63.4	64.9	77.63	76.77	48.85	47.69	21.24	20.01	24.2	23.2
LOCATION:												
Center City	67.1	67.0	45.3	45.5	$ 92.58	$ 88.58	$ 66.30	$ 63.40	$ 19.01	$ 19.26	19.8	20.9
Suburban	56.0	55.5	51.1	43.7	54.69	53.85	37.41	38.88	13.02	12.92	22.1	22.3
Airport	61.4	63.0	31.9	28.3	56.09	54.95	45.39	45.79	13.28	12.51	21.8	21.2
Highway	55.0	55.7	56.4	55.9	40.88	39.47	28.18	27.49	10.44	10.35	22.2	23.3
Resort	60.8	61.9	88.8	87.9	72.57	70.68	39.60	38.99	19.67	17.87	25.3	23.7
SIZE:												
Under 150 Rooms	53.6	55.0	55.6	54.5	$ 44.18	$ 43.09	$ 32.14	$ 31.21	$ 14.26	$ 13.32	28.2	27.3
150 - 299 Rooms	56.8	56.9	52.8	47.5	56.69	56.08	39.05	40.25	14.82	14.43	23.9	23.6
300 - 600 Rooms	62.2	62.3	53.7	54.6	74.34	71.90	48.91	47.49	16.52	15.83	21.7	21.4
Over 600 Rooms	72.0	72.2	57.8	56.3	94.82	90.31	61.31	58.72	19.26	19.33	19.3	20.4
TYPE:												
Hotel	65.6	65.9	51.3	51.2	$ 83.58	$ 80.37	$ 55.75	$ 53.78	$ 18.27	$ 18.03	21.2	21.7
Motor Hotel	53.9	54.9	58.2	52.8	46.23	45.22	32.29	32.88	11.60	11.02	21.4	21.1
Economy	55.4	56.1	72.7	73.3	32.10	31.22	21.97	21.04	13.66	11.38	41.1	35.1
All Suites	62.6	59.9	79.1	71.4	73.17	74.30	42.64	45.40	18.14	18.04	22.4	22.2

VARIATION REPORT - NOVEMBER 1987 COMPARED WITH NOVEMBER 1986

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	1.3	2.6	-2.4	-0.8	-6.8	5.9	2.2	3.5	-1.6	6.7	2.7	2.4	1.8
CENSUS REGION:													
Northeast	2.5	2.9	1.2	3.4	-4.4	3.1	5.7	6.1	4.9	6.5	4.4	-1.8	7.9
North Central	1.2	2.0	-1.7	-0.7	-4.7	14.6	3.9	4.8	1.5	16.9	8.4	8.8	6.4
South	0.9	2.8	-4.6	-2.8	-9.2	8.7	0.3	2.3	-5.5	8.0	1.2	3.1	-0.8
West	0.7	1.9	-1.8	-0.7	-5.1	1.2	2.1	3.3	-1.1	2.3	1.9	4.9	-0.4
CENSUS DIVISION:													
New England	6.9	8.6	1.0	3.6	-5.4	25.3	3.0	4.7	2.6	22.7	2.6	-0.5	5.9
Middle Atlantic	2.0	2.3	1.2	3.3	-4.2	0.9	6.2	6.6	5.2	4.9	4.8	-1.8	8.1
South Atlantic	-	2.5	-6.3	-4.3	-11.6	7.4	-	2.6	-6.4	7.0	2.3	4.6	0.4
East North Central	2.8	3.8	0.1	0.8	-2.0	9.2	5.4	6.5	1.7	9.6	9.6	9.6	8.1
East South Central	3.6	6.8	-3.6	-	-15.9	-3.1	-5.7	-2.9	-15.2	-14.7	-17.5	-13.7	-20.7
West North Central	-1.3	-1.0	-4.4	-3.0	-8.2	25.2	1.5	1.8	2.2	30.2	7.4	8.0	5.4
West South Central	2.8	3.2	0.1	0.9	-2.2	13.9	1.4	1.8	-2.5	12.7	-0.7	0.3	-2.9
Mountain	-1.7	-1.0	-4.1	-2.5	-7.8	6.0	0.6	1.2	-3.8	6.7	3.3	11.2	-0.1
Pacific	1.3	2.7	-1.1	-0.2	-4.0	-0.3	2.5	3.8	-0.2	0.9	1.3	2.5	-0.5
AFFILIATION:													
Chain	2.4	3.6	-1.3	0.4	-6.0	8.9	3.0	4.1	-1.1	9.1	2.7	1.6	2.0
Independent	-2.8	-1.5	-5.5	-4.2	-9.2	-0.5	-0.2	1.1	-2.4	2.9	3.6	6.1	2.5
LOCATION:													
Center City	2.6	4.1	-1.3	0.4	-6.0	5.2	3.0	4.5	-1.2	5.3	1.9	-1.3	1.7
Suburban	0.7	1.9	-2.4	-1.1	-5.8	0.7	0.3	1.6	-1.2	-0.2	-0.8	0.8	-2.1
Airport	-0.9	-0.3	-3.3	-1.0	-9.4	8.3	1.5	2.1	-1.2	10.0	4.6	6.2	-0.1
Highway	2.4	2.5	2.5	3.8	-1.7	1.3	3.4	3.6	1.9	-3.7	-0.8	0.9	-3.7
Resort	-0.5	1.0	-5.0	-3.7	-8.5	8.8	1.1	2.7	-3.5	11.0	5.6	10.1	5.0
SIZE:													
Under 150 Rooms	-1.6	-0.5	-6.4	-5.4	-9.5	1.2	1.3	2.5	-1.4	5.4	5.3	7.1	2.9
150 - 299 Rooms	-1.3	0.5	-4.4	-1.9	-10.4	-4.0	-0.8	1.1	-3.8	-3.3	0.4	2.7	-1.7
300 - 600 Rooms	2.6	3.7	-1.8	-0.7	-4.9	16.0	2.3	3.4	-2.2	16.0	3.2	4.4	0.7
Over 600 Rooms	2.5	3.9	-0.9	0.9	-5.5	4.7	3.6	5.0	0.4	5.2	2.8	-0.4	4.8
TYPE:													
Hotel	1.4	3.1	-2.7	-1.1	-7.1	5.3	2.2	4.0	-2.1	6.1	2.3	1.3	1.9
Motor Hotel	0.3	0.1	0.3	2.3	-4.9	4.3	2.5	2.2	2.4	7.1	4.4	5.3	2.3
Economy	1.8	1.6	-1.3	14.4	-29.7	15.4	3.1	2.8	-11.3	7.2	15.5	20.0	*
All Suites	2.7	4.2	-5.1	-4.7	-6.0	15.6	-2.9	-1.5	-6.8	11.7	-1.4	0.6	-3.8

- No Change

TREND REPORT NOVEMBER 1987 COMPARED WITH NOVEMBER 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	1.3	2.6	-2.4	5.9	61.0	-0.7	55.0	3.4	$ 69.43	3.5	$108.10	2.2
CENSUS REGION:												
Northeast	2.5	2.9	1.2	3.1	77.8	-3.2	43.0	0.9	$115.99	6.1	$170.12	5.7
North Central	1.2	2.0	-1.7	14.6	53.6	-3.2	38.3	-	48.97	4.8	81.14	3.9
South	0.9	2.8	-4.6	8.7	59.3	1.0	66.7	3.4	59.97	2.3	94.75	0.3
West	0.7	1.9	-1.8	1.2	59.4	-1.0	48.4	4.1	65.59	3.3	104.38	2.1
CENSUS DIVISION:												
New England	6.9	8.6	1.0	25.3	67.5	1.2	46.3	-3.3	$ 83.87	4.7	$138.51	3.0
Middle Atlantic	2.0	2.3	1.2	0.9	79.7	-3.9	42.8	1.4	121.22	6.6	175.27	6.2
South Atlantic	-	2.5	-6.3	7.4	61.6	0.7	74.7	-0.8	61.56	2.6	99.87	-
East North Central	2.8	3.8	0.1	9.2	55.0	-3.3	32.2	-1.2	49.23	6.5	80.03	5.4
East South Central	3.6	6.8	-3.6	-3.1	54.7	9.8	26.1	-12.1	45.99	-2.9	63.98	-5.7
West North Central	-1.3	-1.0	-4.4	25.2	51.2	-3.4	47.3	1.5	48.52	1.8	83.08	1.5
West South Central	2.8	3.2	0.1	13.9	55.4	1.5	50.9	21.2	57.24	1.8	85.55	1.4
Mountain	-1.7	-1.0	-4.1	6.0	50.6	-2.9	50.1	8.7	52.73	1.2	90.93	0.6
Pacific	1.3	2.7	-1.1	-0.3	63.0	-0.2	47.9	2.8	69.86	3.8	108.85	2.5
AFFILIATION:												
Chain	2.4	3.6	-1.3	8.9	61.4	-0.5	53.1	5.1	$ 67.65	4.1	$102.92	3.0
Independent	-2.8	-1.5	-5.5	-0.5	59.3	-1.5	63.4	-2.3	77.63	1.1	132.05	-0.2
LOCATION:												
Center City	2.6	4.1	-1.3	5.2	67.1	0.1	45.3	-0.4	$ 92.58	4.5	$142.24	3.0
Suburban	0.7	1.9	-2.4	0.7	56.0	0.9	51.1	16.9	54.69	1.6	79.53	0.3
Airport	-0.9	-0.3	-3.3	8.3	61.4	-2.5	31.9	12.7	56.09	2.1	88.08	1.5
Highway	2.4	2.5	2.5	1.3	55.0	-1.3	56.4	0.9	40.88	3.6	56.71	3.4
Resort	-0.5	1.0	-5.0	8.8	60.8	-1.8	88.8	1.0	72.57	2.7	126.45	1.1
SIZE:												
Under 150 Rooms	-1.6	-0.5	-6.4	1.2	53.6	-2.5	55.6	2.0	$ 44.18	2.5	$ 57.65	1.3
150 - 299 Rooms	-1.3	0.5	-4.4	-4.0	56.8	-0.2	52.8	11.2	56.69	1.1	89.65	-0.8
300 - 600 Rooms	2.6	3.7	-1.8	16.0	62.2	-0.2	53.7	-1.6	74.34	3.4	122.85	2.3
Over 600 Rooms	2.5	3.9	-0.9	4.7	72.0	-0.3	57.8	2.7	94.82	5.0	146.27	3.6
TYPE:												
Hotel	1.4	3.1	-2.7	5.3	65.6	-0.5	51.3	0.2	$ 83.58	4.0	$135.47	2.2
Motor Hotel	0.3	0.1	0.3	4.3	53.9	-1.8	58.2	10.2	46.23	2.2	65.48	2.5
Economy	1.8	1.6	-1.3	15.4	55.4	-1.2	72.7	-0.8	32.10	2.8	33.05	3.1
All Suites	2.7	4.2	-5.1	15.6	62.6	4.5	79.1	10.8	73.17	-1.5	106.74	-2.9

- No Change

FOOD AND BEVERAGE REPORT - NOVEMBER 1987 COMPARED WITH NOVEMBER 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$42.51	$43.21	$11.44	$11.22	0.32	0.32	0.22	0.22	47.8	46.1	$ 7.41	$ 7.14	-1.9
CENSUS REGION:													
Northeast	$49.85	$47.50	$15.82	$14.80	0.28	0.28	0.20	0.19	46.8	45.3	$ 9.92	$ 9.44	-0.8
North Central	38.92	38.34	8.52	8.50	0.33	0.34	0.24	0.23	46.8	43.8	5.17	5.08	0.1
South	37.72	39.91	10.69	10.79	0.33	0.33	0.23	0.23	47.1	45.0	6.93	6.66	-1.3
West	48.52	49.05	11.44	11.06	0.33	0.34	0.21	0.22	50.4	50.0	7.72	7.50	-4.4
CENSUS DIVISION:													
New England	$72.77	$70.91	$14.53	$14.95	0.31	0.32	0.23	0.23	42.8	41.6	$ 8.39	$ 8.62	6.8
Middle Atlantic	47.24	44.89	16.14	14.77	0.28	0.27	0.20	0.19	47.5	46.0	10.32	9.64	-2.6
South Atlantic	39.99	42.73	11.51	11.29	0.33	0.33	0.24	0.23	46.5	43.6	7.16	6.75	-4.4
East North Central	35.15	34.57	7.83	7.86	0.34	0.35	0.24	0.24	47.8	43.3	5.00	4.73	0.3
East South Central	29.48	34.77	*	*	*	*	*	*	40.1	42.9	*	*	*
West North Central	46.57	45.58	9.44	9.34	0.33	0.33	0.23	0.22	45.6	44.3	5.37	5.47	-
West South Central	33.20	34.04	9.10	9.75	0.33	0.33	0.20	0.22	49.0	48.8	6.49	6.53	5.9
Mountain	49.01	50.93	11.02	10.82	0.36	0.39	0.22	0.21	58.9	57.1	8.02	7.87	-7.0
Pacific	48.37	48.46	11.52	11.11	0.32	0.32	0.21	0.22	47.3	47.3	7.64	7.40	-3.9
AFFILIATION:													
Chain	$39.03	$39.46	$10.92	$10.71	0.31	0.32	0.22	0.21	47.4	46.0	$ 7.04	$ 6.81	-0.9
Independent	59.48	60.92	13.74	13.36	0.33	0.33	0.23	0.23	49.1	46.3	9.10	8.59	-6.1
LOCATION:													
Center City	$45.93	$46.47	$13.58	$13.04	0.30	0.30	0.21	0.21	49.5	48.2	$ 9.02	$ 8.74	-2.7
Suburban	35.26	35.69	8.08	7.92	0.35	0.35	0.30	0.25	46.1	45.7	4.80	4.77	-2.4
Airport	36.09	36.51	9.59	9.40	0.33	0.33	0.21	0.21	44.1	42.9	5.83	5.71	-2.3
Highway	27.61	27.10	7.46	8.10	0.36	0.36	0.23	0.24	42.1	44.2	4.37	4.60	10.2
Resort	51.30	53.15	12.67	12.42	0.33	0.34	0.22	0.22	47.7	44.1	7.86	7.23	-4.4
SIZE:													
Under 150 Rooms	$44.52	$45.17	$ 9.60	$ 9.26	0.37	0.36	0.25	0.25	46.5	44.7	$ 5.99	$ 5.69	-7.4
150 - 299 Rooms	36.37	37.79	9.80	9.43	0.34	0.35	0.25	0.23	46.9	46.0	6.32	6.13	-5.8
300 - 600 Rooms	44.51	45.52	11.80	12.08	0.32	0.32	0.23	0.23	48.1	46.5	7.76	7.63	1.1
Over 600 Rooms	44.94	44.74	12.87	12.27	0.30	0.30	0.19	0.19	48.1	45.9	8.22	7.76	-0.8
TYPE:													
Hotel	$46.48	$47.50	$11.95	$11.74	0.31	0.32	0.21	0.21	48.3	46.3	$ 7.79	$ 7.44	-1.9
Motor Hotel	28.20	27.55	8.48	8.16	0.34	0.35	0.26	0.23	42.7	42.9	4.81	4.84	-0.6
Economy	5.88	6.63	*	*	*	*	*	*	*	*	*	*	*
All Suites	52.95	56.82	15.08	14.70	0.34	0.33	0.25	0.25	52.4	50.4	11.38	10.72	-7.7

* Insufficient Response
\- No Change

YEAR TO DATE ROOMS REPORT - AS OF NOVEMBER 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	67.2	66.0	61.4	59.2	$ 67.99	$ 65.52	$ 45.68	$ 44.64	$ 15.15	$ 14.88	20.2	20.6
CENSUS REGION:												
Northeast	76.6	75.5	45.8	42.9	$104.91	$ 99.47	$ 73.97	$ 71.40	$ 22.31	$ 21.42	20.8	21.0
North Central	63.2	63.2	42.0	41.5	53.88	51.47	40.09	38.46	11.69	11.50	19.6	20.2
South	64.9	63.4	77.0	74.8	61.95	60.38	38.49	38.08	13.51	13.49	19.4	19.8
West	69.4	68.1	54.1	51.8	65.74	63.18	45.79	44.67	14.50	14.18	21.8	22.2
CENSUS DIVISION:												
New England	71.5	70.5	45.7	42.8	$ 82.39	$ 77.93	$ 57.61	$ 55.49	$ 17.60	$ 16.47	21.0	20.9
Middle Atlantic	77.8	76.7	45.8	42.9	109.80	104.10	76.28	73.66	23.26	22.40	20.7	21.0
South Atlantic	69.8	67.5	90.0	88.2	65.97	63.47	37.50	36.44	14.04	13.93	19.2	19.8
East North Central	64.5	64.5	39.4	38.5	56.03	52.64	42.94	40.53	12.17	11.81	19.4	20.1
East South Central	57.0	59.5	35.6	43.5	47.22	45.31	40.08	35.30	9.53	9.23	19.3	19.5
West North Central	60.7	60.9	46.9	47.2	49.73	49.24	35.02	34.85	10.89	10.98	20.0	20.4
West South Central	56.5	56.3	46.4	43.2	53.95	54.67	41.55	43.35	12.45	12.67	19.8	19.9
Mountain	60.3	61.5	46.8	46.4	49.38	48.07	36.62	36.20	13.03	12.95	24.7	24.9
Pacific	72.5	70.4	55.8	53.1	70.36	67.76	47.82	46.64	15.08	14.67	21.0	21.4
AFFILIATION:												
Chain	67.5	66.2	59.2	56.8	$ 65.88	$ 63.58	$ 44.97	$ 44.11	$ 14.39	$ 14.18	19.8	20.3
Independent	65.8	64.8	70.7	70.2	78.18	74.87	48.59	46.78	19.53	18.89	22.1	22.2
LOCATION:												
Center City	67.5	65.7	48.7	46.6	$ 84.79	$ 81.78	$ 59.97	$ 58.60	$ 18.46	$ 18.19	20.8	21.2
Suburban	63.7	63.2	51.0	49.0	56.53	55.13	38.17	37.67	11.89	11.90	19.8	20.3
Airport	69.4	68.3	34.7	32.2	56.62	55.34	44.07	44.08	11.79	11.58	20.0	20.3
Highway	65.6	65.6	77.5	73.7	42.75	41.73	25.99	26.05	9.43	9.12	20.2	20.3
Resort	70.2	68.2	102.6	102.0	80.41	76.09	42.27	40.16	16.18	15.70	19.1	19.5
SIZE:												
Under 150 Rooms	64.4	64.8	65.0	63.0	$ 46.63	$ 44.98	$ 31.07	$ 30.27	$ 12.53	$ 12.07	23.9	24.1
150 - 299 Rooms	64.4	63.4	56.0	53.6	57.37	56.04	38.08	37.86	12.63	12.45	20.5	20.7
300 - 600 Rooms	66.8	64.6	61.5	59.5	73.70	71.03	46.81	45.71	14.36	14.42	19.3	20.1
Over 600 Rooms	74.1	72.4	64.6	62.5	91.81	87.99	57.45	55.67	19.13	18.93	20.1	20.3
TYPE:												
Hotel	68.5	66.7	54.7	53.3	$ 81.18	$ 78.37	$ 53.85	$ 52.42	$ 16.93	$ 16.68	20.4	20.8
Motor Hotel	64.5	64.6	65.9	62.8	47.55	46.34	30.88	30.65	10.11	9.87	19.0	19.2
Economy	66.2	66.4	78.3	77.9	33.55	32.29	22.12	20.98	10.68	10.05	30.9	29.9
All Suites	70.7	66.4	118.7	113.8	78.12	74.59	37.98	37.41	16.12	16.30	19.0	20.1

YEAR TO DATE VARIATION REPORT - AS OF NOVEMBER 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.2	6.2	2.3	3.6	-1.1	8.0	2.8	3.8	-	5.8	0.7	1.8	-0.7
CENSUS REGION:													
Northeast	7.0	7.2	6.6	8.2	2.2	7.3	5.3	5.5	4.9	5.6	3.2	4.2	4.4
North Central	4.0	5.5	0.7	1.6	-1.9	6.4	3.2	4.7	-0.4	4.8	1.5	1.7	-0.2
South	3.8	4.9	0.1	1.5	-3.5	9.0	1.5	2.6	-2.6	6.4	-1.1	0.1	-3.5
West	7.1	8.1	4.2	4.9	1.8	7.1	3.0	4.1	1.3	4.7	1.3	2.3	-0.7
CENSUS DIVISION:													
New England	6.8	8.3	3.7	5.0	0.3	9.2	4.2	5.7	1.6	6.6	4.4	6.9	2.9
Middle Atlantic	7.1	7.0	7.4	9.1	2.7	7.0	5.6	5.5	5.8	5.6	3.1	3.8	4.7
South Atlantic	6.0	7.4	1.7	2.7	-1.1	11.2	2.6	3.9	-1.6	8.0	-1.0	0.8	-2.1
East North Central	6.3	7.9	3.4	4.2	1.2	5.9	4.9	6.4	1.1	3.3	2.8	3.0	2.5
East South Central	-0.1	-0.2	0.9	3.1	-6.2	-5.6	4.3	4.2	4.9	-1.9	-3.7	3.3	-14.9
West North Central	-0.7	0.6	-4.3	-3.1	-8.0	8.0	-0.4	1.0	-3.3	7.7	-0.7	-0.8	-4.8
West South Central	-1.8	-1.0	-4.3	-2.0	-10.0	0.8	-2.1	-1.3	-5.9	-0.6	-1.5	-1.7	-7.0
Mountain	2.1	1.2	2.3	3.9	-2.1	11.6	3.6	2.7	2.2	10.0	-0.2	0.6	-1.2
Pacific	8.2	9.6	4.6	5.1	2.8	5.9	2.5	3.8	1.0	3.2	1.7	2.8	-0.5
AFFILIATION:													
Chain	5.0	6.0	1.9	3.4	-2.1	7.8	2.6	3.6	-0.5	5.3	0.5	1.5	-1.3
Independent	6.1	7.0	3.6	4.1	2.0	8.5	3.5	4.4	1.4	7.3	1.8	3.4	1.5
LOCATION:													
Center City	5.3	6.1	3.0	4.2	-0.5	6.6	2.9	3.7	0.4	4.0	1.5	1.5	-0.6
Suburban	4.2	5.7	-	2.1	-5.2	7.7	1.1	2.5	-1.7	5.1	-1.0	-0.1	-3.1
Airport	3.7	4.8	-0.1	1.8	-5.3	9.6	1.2	2.3	-2.6	8.1	-3.7	1.8	-3.9
Highway	2.1	2.8	-0.3	2.5	-8.2	1.5	1.7	2.4	-1.1	1.2	1.3	3.4	-1.1
Resort	7.9	9.5	4.2	4.3	4.2	10.8	4.2	5.7	1.2	7.9	1.4	3.1	1.7
SIZE:													
Under 150 Rooms	3.3	3.7	0.5	1.2	-1.7	7.2	3.3	3.7	1.8	7.3	-3.1	3.8	0.7
150 - 299 Rooms	3.2	4.8	-0.3	1.2	-4.0	1.9	0.9	2.4	-1.8	0.5	-1.2	1.4	-3.7
300 - 600 Rooms	6.9	7.9	3.5	4.8	-0.3	12.7	2.8	3.8	-0.2	9.1	0.2	-0.4	-2.1
Over 600 Rooms	5.9	6.8	3.4	4.5	0.5	7.4	3.4	4.3	1.0	5.0	2.8	3.2	2.2
TYPE:													
Hotel	5.6	6.6	2.7	3.8	-0.4	9.1	2.6	3.6	-	6.4	0.5	1.5	-0.9
Motor Hotel	2.4	3.2	0.2	2.3	-5.2	-	1.8	2.6	-0.4	-0.4	1.5	2.4	0.6
Economy	5.3	4.9	8.0	11.2	3.7	12.8	4.2	3.9	6.3	10.5	4.7	6.3	6.2
All Suites	12.0	14.2	3.3	4.6	0.3	13.0	2.7	4.7	-3.6	5.7	-4.3	-1.1	-6.5

- No Change

YEAR TO DATE TREND REPORT - AS OF NOVEMBER 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5.2	6.2	2.3	8.0	67.2	1.8	61.4	3.7	$ 67.99	3.8	$102.84	2.8
CENSUS REGION:												
Northeast	7.0	7.2	6.6	7.3	76.6	1.5	45.8	6.8	$104.91	5.5	$152.90	5.3
North Central	4.0	5.5	0.7	6.4	63.2	-	42.0	1.2	53.88	4.7	85.97	3.2
South	3.8	4.9	0.1	9.0	64.9	2.4	77.0	2.9	61.95	2.6	94.89	1.5
West	7.1	8.1	4.2	7.1	69.4	1.9	54.1	4.4	65.74	4.1	98.05	3.0
CENSUS DIVISION:												
New England	6.8	8.3	3.7	9.2	71.5	1.4	45.7	6.8	$ 82.39	5.7	$133.95	4.2
Middle Atlantic	7.1	7.0	7.4	7.0	77.8	1.4	45.8	6.8	109.80	5.5	157.00	5.6
South Atlantic	6.0	7.4	1.7	11.2	69.8	3.4	90.0	2.0	65.97	3.9	102.45	2.6
East North Central	6.3	7.9	3.4	5.9	64.5	-	39.4	2.3	56.03	6.4	89.04	4.9
East South Central	-0.1	-0.2	0.9	-5.6	57.0	-4.2	35.6	-18.2	47.22	4.2	64.96	4.3
West North Central	-0.7	0.6	-4.3	8.0	60.7	-0.3	46.9	-0.6	49.73	1.0	80.04	-0.4
West South Central	-1.8	-1.0	-4.3	0.8	56.5	0.4	46.4	7.4	53.95	-1.3	79.98	-2.1
Mountain	2.1	1.2	2.3	11.6	60.3	-2.0	46.8	0.9	49.38	2.7	76.51	3.6
Pacific	8.2	9.6	4.6	5.9	72.5	3.0	55.8	5.1	70.36	3.8	104.13	2.5
AFFILIATION:												
Chain	5.0	6.0	1.9	7.8	67.5	2.0	59.2	4.2	$ 65.88	3.6	$ 97.05	2.6
Independent	6.1	7.0	3.6	8.5	65.8	1.5	70.7	0.7	78.18	4.4	130.87	3.5
LOCATION:												
Center City	5.3	6.1	3.0	6.6	67.5	2.7	48.7	4.5	$ 84.79	3.7	$128.91	2.9
Suburban	4.2	5.7	-	7.7	63.7	0.8	51.0	4.1	56.53	2.5	81.11	1.1
Airport	3.7	4.8	-0.1	9.6	69.4	1.6	34.7	7.8	56.62	2.3	84.95	1.2
Highway	2.1	2.8	-0.3	1.5	65.6	-	77.5	5.2	42.75	2.4	56.53	1.7
Resort	7.9	9.5	4.2	10.8	70.2	2.9	102.6	0.6	80.41	5.7	133.16	4.2
SIZE:												
Under 150 Rooms	3.3	3.7	0.5	7.2	64.4	-0.6	65.0	3.2	$ 46.63	3.7	$ 59.39	3.3
150 - 299 Rooms	3.2	4.8	-0.3	1.9	64.4	1.6	56.0	4.5	57.37	2.4	85.71	0.9
300 - 600 Rooms	6.9	7.9	3.5	12.7	66.8	3.4	61.5	3.4	73.70	3.8	117.95	2.8
Over 600 Rooms	5.9	6.8	3.4	7.4	74.1	2.3	64.6	3.4	91.81	4.3	141.75	3.4
TYPE:												
Hotel	5.6	6.6	2.7	9.1	68.5	2.7	54.7	2.6	$ 81.18	3.6	$129.52	2.6
Motor Hotel	2.4	3.2	0.2	-	64.5	-0.2	65.9	4.9	47.55	2.6	64.38	1.8
Economy	5.3	4.9	8.0	12.8	66.2	-0.3	78.3	0.5	33.55	3.9	34.63	4.2
All Suites	12.0	14.2	3.3	13.0	70.7	6.5	118.7	4.3	78.12	4.7	105.29	2.7

- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$38.54	$38.54	$10.85	$10.41	0.32	0.32	0.22	0.22	47.5	47.9	$ 7.13	$ 6.98	-0.3
CENSUS REGION:													
Northeast	$43.52	$41.47	$14.52	$13.58	0.29	0.29	0.20	0.20	52.3	52.6	$ 10.47	$ 10.04	1.4
North Central	35.79	35.95	8.47	8.32	0.33	0.33	0.23	0.23	44.4	44.2	5.08	5.08	-0.8
South	35.68	36.64	10.34	10.03	0.33	0.33	0.22	0.22	45.9	46.4	6.68	6.63	-1.0
West	42.69	42.14	10.79	10.34	0.33	0.33	0.22	0.22	48.3	49.0	6.75	6.59	-0.1
CENSUS DIVISION:													
New England	$53.40	$52.58	$12.27	$11.95	0.32	0.33	0.22	0.23	47.1	46.4	$ 7.85	$ 7.76	3.8
Middle Atlantic	41.53	39.25	15.19	14.05	0.28	0.28	0.20	0.19	53.6	54.2	11.24	10.70	0.8
South Atlantic	37.97	38.60	10.95	10.45	0.33	0.33	0.22	0.23	45.0	45.3	6.90	6.67	-1.7
East North Central	36.30	35.92	8.28	8.04	0.33	0.34	0.24	0.24	44.6	44.0	5.10	5.01	0.8
East South Central	17.72	16.89	7.11	6.63	0.36	0.36	0.25	0.25	45.9	56.1	4.35	5.29	-1.4
West North Central	34.81	36.01	8.81	8.76	0.32	0.31	0.21	0.21	44.0	44.6	5.05	5.16	-3.3
West South Central	31.51	33.49	9.13	9.23	0.32	0.33	0.21	0.22	48.5	49.1	6.28	6.61	0.5
Mountain	37.11	36.30	8.81	8.48	0.37	0.38	0.21	0.22	47.6	49.2	5.39	5.53	-3.1
Pacific	44.15	43.73	11.18	10.73	0.32	0.32	0.22	0.22	48.6	49.0	7.20	6.95	0.6
AFFILIATION:													
Chain	$34.23	$34.40	$10.38	$ 9.99	0.32	0.32	0.21	0.22	47.7	48.1	$ 6.90	$ 6.80	0.2
Independent	61.00	60.13	12.67	11.98	0.33	0.34	0.23	0.23	46.9	47.1	8.10	7.72	-2.4
LOCATION:													
Center City	$41.51	$41.35	$12.67	$12.06	0.30	0.30	0.21	0.22	51.8	52.4	$ 9.03	$ 8.82	-0.3
Suburban	32.53	33.08	8.48	8.19	0.34	0.35	0.23	0.23	46.3	47.1	5.35	5.39	-0.6
Airport	30.53	31.36	9.13	8.81	0.32	0.33	0.21	0.21	43.9	44.7	5.33	5.38	-1.1
Highway	24.27	24.54	7.73	7.61	0.35	0.35	0.24	0.24	40.9	40.9	4.03	4.15	2.1
Resort	51.38	50.75	11.74	11.26	0.33	0.33	0.21	0.22	43.2	42.8	6.93	6.54	-0.6
SIZE:													
Under 150 Rooms	$39.25	$38.56	$ 8.29	$ 8.11	0.36	0.36	0.26	0.27	44.4	44.8	$ 4.80	$ 4.82	-1.0
150 - 299 Rooms	32.31	32.90	8.99	8.74	0.34	0.35	0.24	0.23	46.8	47.7	5.87	5.91	-1.8
300 - 600 Rooms	39.55	39.64	11.14	10.71	0.32	0.32	0.22	0.22	46.4	47.0	7.02	6.90	1.0
Over 600 Rooms	43.20	42.76	13.09	12.40	0.30	0.30	0.20	0.20	49.7	49.4	9.18	8.78	-0.6
TYPE:													
Hotel	$43.24	$43.25	$11.58	$11.09	0.31	0.32	0.21	0.22	48.5	48.8	$ 7.74	$ 7.56	-0.4
Motor Hotel	24.36	24.45	7.65	7.39	0.35	0.35	0.23	0.23	42.4	42.6	4.48	4.44	-0.7
Economy	6.28	5.91	*	*	0.38	0.35	0.24	0.24	40.3	42.0	*	*	*
All Suites	43.42	45.05	12.38	12.20	0.34	0.34	0.25	0.26	45.5	47.0	8.16	8.27	2.1

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF NOVEMBER 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	65.6	64.4	61.3	59.3	$ 67.53	$ 65.09	$ 45.49	$ 44.42	$ 15.23	$ 14.99	20.4	20.9
CENSUS REGION:												
Northeast	75.3	74.1	45.8	42.9	$104.36	$ 99.01	$ 73.67	$ 71.11	$ 22.34	$ 21.48	20.9	21.2
North Central	61.0	61.0	42.8	42.6	53.46	51.02	39.64	37.88	11.81	11.70	19.9	20.7
South	63.4	61.9	77.0	74.8	61.52	59.97	38.29	37.89	13.58	13.56	19.6	20.1
West	67.9	66.6	53.8	51.8	65.12	62.63	45.54	44.37	14.59	14.30	22.2	22.6
CENSUS DIVISION:												
New England	69.0	67.8	44.5	42.3	$ 81.43	$ 77.38	$ 57.48	$ 55.23	$ 17.77	$ 16.79	21.4	21.4
Middle Atlantic	76.8	75.7	46.0	43.0	109.35	103.66	75.97	73.36	23.27	22.42	20.8	21.1
South Atlantic	68.4	66.1	90.1	88.3	65.59	63.11	37.33	36.28	14.06	13.97	19.4	20.0
East North Central	62.7	62.7	39.6	38.6	55.63	52.14	42.62	40.11	12.22	11.97	19.6	20.6
East South Central	54.2	56.3	36.4	44.0	47.00	45.07	39.62	35.13	9.60	9.57	19.6	20.4
West North Central	58.0	58.2	48.6	49.7	49.40	48.95	34.55	34.18	11.14	11.26	20.6	21.0
West South Central	55.0	54.8	46.1	43.0	53.54	54.27	41.31	43.09	12.66	12.83	20.3	20.3
Mountain	58.9	59.9	47.2	47.1	48.87	47.73	36.32	35.96	13.01	12.99	24.8	25.1
Pacific	71.0	68.9	55.4	52.9	69.77	67.20	47.59	46.34	15.22	14.82	21.5	21.8
AFFILIATION:												
Chain	65.8	64.6	59.2	56.9	$ 65.47	$ 63.21	$ 44.79	$ 43.90	$ 14.49	$ 14.31	20.1	20.6
Independent	64.4	63.4	70.5	69.8	77.57	74.26	48.39	46.56	19.61	18.94	22.3	22.4
LOCATION:												
Center City	66.0	64.2	48.8	46.7	$ 84.32	$ 81.33	$ 59.72	$ 58.38	$ 18.58	$ 18.33	21.0	21.5
Suburban	61.9	61.5	51.4	49.7	56.21	54.80	37.91	37.33	11.95	11.96	20.0	20.6
Airport	68.0	67.0	34.6	32.4	56.34	55.00	43.90	43.76	11.94	11.79	20.4	20.8
Highway	63.9	63.7	77.3	73.5	42.50	41.53	25.96	26.03	9.51	9.25	20.5	20.7
Resort	68.8	66.6	102.3	102.1	79.95	75.78	42.16	40.03	16.22	15.79	19.3	19.7
SIZE:												
Under 150 Rooms	62.8	63.1	64.7	62.8	$ 46.22	$ 44.64	$ 30.88	$ 30.11	$ 12.64	$ 12.19	24.3	24.5
150 - 299 Rooms	62.8	61.7	56.2	54.0	56.92	55.55	37.81	37.49	12.67	12.56	20.8	21.1
300 - 600 Rooms	65.2	63.1	61.1	59.2	73.26	70.62	46.73	45.60	14.47	14.51	19.6	20.3
Over 600 Rooms	72.7	70.9	64.6	62.7	91.31	87.65	57.08	55.39	19.21	18.67	20.3	20.5
TYPE:												
Hotel	67.0	65.2	54.7	53.5	$ 80.66	$ 77.90	$ 53.58	$ 52.14	$ 17.00	$ 16.79	20.6	21.0
Motor Hotel	62.7	62.9	65.8	62.9	47.37	46.17	30.80	30.55	10.20	9.99	19.2	19.5
Economy	64.2	64.2	77.6	77.0	33.26	32.06	22.10	20.96	10.92	10.36	31.8	31.0
All Suites	69.1	64.9	117.4	112.5	77.65	74.16	37.94	37.37	16.44	16.49	19.4	20.4

TWELVE-MONTH VARIATION REPORT - AS OF NOVEMBER 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.5	6.4	2.5	3.7	-0.6	8.0	2.8	3.7	-	5.5	0.6	1.6	-0.8
CENSUS REGION:													
Northeast	7.1	7.2	6.7	8.2	2.6	7.3	5.3	5.4	4.9	5.5	3.0	4.0	4.1
North Central	4.2	5.7	0.9	1.7	-1.4	6.4	3.3	4.8	-0.3	4.7	1.5	0.9	0.9
South	3.9	5.1	0.4	1.7	-2.8	8.1	1.5	2.6	-2.4	5.4	-1.2	0.1	-3.7
West	7.6	8.6	4.1	4.8	1.7	9.6	3.0	4.0	1.0	6.9	1.0	2.0	-0.9
CENSUS DIVISION:													
New England	6.8	8.3	3.7	5.0	0.6	10.1	3.8	5.2	1.0	6.8	3.4	5.8	1.9
Middle Atlantic	7.1	7.0	7.5	9.1	3.1	6.8	5.6	5.5	5.9	5.3	3.0	3.8	4.5
South Atlantic	6.2	7.6	2.1	3.0	-0.3	10.9	2.6	3.9	-1.5	7.4	-1.1	0.6	-2.2
East North Central	6.7	8.3	3.7	4.4	1.6	6.1	5.1	6.7	1.2	3.4	3.2	2.1	4.2
East South Central	0.7	0.4	2.0	4.3	-4.5	-2.2	4.6	4.3	5.5	0.8	-5.1	0.3	-14.9
West North Central	-0.6	0.7	-4.1	-3.2	-6.9	7.2	-0.4	0.9	-3.0	7.0	-1.0	-1.1	-4.7
West South Central	-1.9	-1.0	-4.0	-1.8	-9.5	-2.0	-2.2	-1.3	-5.8	-3.6	-1.5	-1.3	-7.2
Mountain	2.9	1.6	2.1	3.4	-1.4	19.2	3.8	2.4	1.4	16.9	-0.4	0.2	-1.7
Pacific	8.7	10.1	4.5	5.1	2.5	6.2	2.4	3.8	0.8	3.4	1.5	2.7	-0.6
AFFILIATION:													
Chain	5.3	6.2	2.2	3.5	-1.5	8.2	2.6	3.6	-0.4	5.6	0.3	1.3	-1.3
Independent	6.1	7.2	3.6	4.1	2.2	7.6	3.4	4.5	1.5	6.4	2.0	3.5	1.6
LOCATION:													
Center City	5.5	6.2	3.3	4.4	-	6.3	2.9	3.7	0.5	3.5	1.5	1.4	-0.3
Suburban	4.2	5.8	-0.2	1.8	-5.1	7.6	1.1	2.6	-1.7	5.2	-1.2	-0.1	-3.3
Airport	4.0	5.1	-	1.9	-5.1	9.1	1.4	2.4	-2.6	7.7	-3.9	1.3	-4.3
Highway	2.1	2.9	-0.5	1.9	-6.8	1.8	1.6	2.3	-1.3	1.4	0.9	2.8	-1.7
Resort	8.4	10.0	4.8	4.7	5.0	11.4	4.0	5.5	1.2	7.7	1.1	2.7	1.2
SIZE:													
Under 150 Rooms	3.4	3.7	0.6	1.2	-1.4	7.2	3.2	3.5	1.8	7.3	-2.7	3.7	0.9
150 - 299 Rooms	3.5	5.1	-	1.3	-3.1	1.1	0.9	2.5	-1.6	-0.6	-1.3	0.9	-3.0
300 - 600 Rooms	6.8	7.9	3.6	4.8	-	12.2	2.7	3.7	-0.1	8.7	0.2	-0.3	-2.2
Over 600 Rooms	6.4	7.2	3.7	4.7	0.9	8.5	3.3	4.2	0.8	5.6	2.3	2.9	1.6
TYPE:													
Hotel	5.8	6.8	2.9	3.9	0.1	9.2	2.6	3.5	-	6.3	0.5	1.3	-0.9
Motor Hotel	2.4	3.2	0.3	2.2	-4.5	-0.8	1.8	2.6	-0.4	-1.0	1.1	2.1	-
Economy	5.7	5.4	9.6	12.1	6.3	13.1	4.1	3.7	7.2	9.9	4.3	5.4	5.7
All Suites	12.5	14.9	3.4	4.7	0.4	13.5	2.5	4.7	-3.6	6.0	-4.3	-0.3	-6.7

* No Change

TWELVE MONTH TREND REPORT - AS OF NOVEMBER 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5.5	6.4	2.5	8.0	65.6	1.9	61.3	3.4	$ 67.53	3.7	$102.97	2.8
CENSUS REGION:												
Northeast	7.1	7.2	6.7	7.3	75.3	1.6	45.8	6.8	$104.36	5.4	$153.40	5.3
North Central	4.2	5.7	0.9	6.4	61.0	-	42.8	0.5	53.46	4.8	86.02	3.3
South	3.9	5.1	0.4	8.1	63.4	2.4	77.0	2.9	61.52	2.6	94.86	1.5
West	7.6	8.6	4.1	9.6	67.9	2.0	53.8	3.9	65.12	4.0	98.10	3.0
CENSUS DIVISION:												
New England	6.8	8.3	3.7	10.1	69.0	1.8	44.5	5.2	$ 81.43	5.2	$135.17	3.8
Middle Atlantic	7.1	7.0	7.5	6.8	76.8	1.5	46.0	7.0	109.35	5.5	157.37	5.6
South Atlantic	6.2	7.6	2.1	10.9	68.4	3.5	90.1	2.0	65.59	3.9	102.47	2.6
East North Central	6.7	8.3	3.7	6.1	62.7	-	39.6	2.6	55.63	6.7	88.87	5.1
East South Central	0.7	0.4	2.0	-2.2	54.2	-3.7	36.4	-17.3	47.00	4.3	65.44	4.6
West North Central	-0.6	0.7	-4.1	7.2	58.0	-0.3	48.6	-2.2	49.40	0.9	80.70	-0.4
West South Central	-1.9	-1.0	-4.0	-2.0	55.0	0.4	46.1	7.2	53.54	-1.3	80.06	-2.2
Mountain	2.9	1.6	2.1	19.2	58.9	-1.7	47.2	0.2	48.87	2.4	77.87	3.8
Pacific	8.7	10.1	4.5	6.2	71.0	3.0	55.4	4.7	69.77	3.8	103.90	2.4
AFFILIATION:												
Chain	5.3	6.2	2.2	8.2	65.8	1.9	59.2	4.0	$ 65.47	3.6	$ 97.33	2.6
Independent	6.1	7.2	3.6	7.6	64.4	1.6	70.5	-1.0	77.57	4.5	130.51	3.4
LOCATION:												
Center City	5.5	6.2	3.3	6.3	66.0	2.8	48.8	4.5	$ 84.32	3.7	$129.09	2.9
Suburban	4.2	5.8	-0.2	7.6	61.9	0.7	51.4	3.4	56.21	2.6	81.44	1.1
Airport	4.0	5.1	-	9.1	68.0	1.5	34.6	6.8	56.34	2.4	85.47	1.4
Highway	2.1	2.9	-0.5	1.8	63.9	0.3	77.3	5.2	42.50	2.3	56.64	1.6
Resort	8.4	10.0	4.8	11.4	68.8	3.3	102.3	0.2	79.95	5.5	133.54	4.0
SIZE:												
Under 150 Rooms	3.4	3.7	0.6	7.2	62.8	-0.5	64.7	3.0	$ 46.22	3.5	$ 59.22	3.2
150 - 299 Rooms	3.5	5.1	-	1.1	62.8	1.8	56.2	4.1	56.92	2.5	85.71	0.9
300 - 600 Rooms	6.8	7.9	3.6	12.2	65.2	3.3	61.1	3.2	73.26	3.7	118.12	2.7
Over 600 Rooms	6.4	7.2	3.7	8.5	72.7	2.5	64.6	3.0	91.31	4.2	142.29	3.3
TYPE:												
Hotel	5.8	6.8	2.9	9.2	67.0	2.8	54.7	2.2	$ 80.66	3.5	$129.87	2.6
Motor Hotel	2.4	3.2	0.3	-0.8	62.7	-0.3	65.8	4.6	47.37	2.6	64.60	1.8
Economy	5.7	5.4	9.6	13.1	64.2	-	77.6	0.8	33.26	3.7	34.32	4.1
All Suites	12.5	14.9	3.4	13.5	69.1	6.5	117.4	4.4	77.65	4.7	104.86	2.5

* No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$39.19	$39.18	$10.90	$10.46	0.32	0.32	0.22	0.22	47.3	47.7	$ 7.15	$ 7.00	-0.2
CENSUS REGION													
Northeast	$44.68	$42.60	$14.56	$13.64	0.29	0.29	0.20	0.20	51.3	51.7	$ 10.41	$ 9.99	1.6
North Central	36.77	36.88	8.58	8.39	0.33	0.33	0.23	0.23	45.2	44.6	5.29	5.19	-0.9
South	36.07	36.97	10.40	10.08	0.33	0.33	0.22	0.23	45.6	46.3	6.67	6.64	-0.8
West	43.23	42.82	10.80	10.38	0.33	0.33	0.22	0.22	48.3	48.9	6.74	6.60	-
CENSUS DIVISION													
New England	$55.53	$54.99	$12.46	$12.14	0.32	0.33	0.23	0.23	46.7	46.2	$ 8.02	$ 7.92	3.7
Middle Atlantic	42.48	40.11	15.21	14.09	0.28	0.28	0.20	0.19	52.5	53.2	11.14	10.61	0.9
South Atlantic	38.26	38.83	10.98	10.48	0.33	0.33	0.22	0.23	44.7	45.1	6.88	6.66	-1.4
East North Central	37.05	36.61	8.40	8.13	0.33	0.34	0.24	0.24	45.8	44.5	5.38	5.15	0.8
East South Central	18.38	17.42	7.14	6.71	0.36	0.36	0.25	0.25	45.0	55.3	4.32	5.30	-
West North Central	36.25	37.38	8.89	8.81	0.32	0.32	0.21	0.21	44.1	44.7	5.14	5.24	-3.6
West South Central	32.21	34.19	9.28	9.35	0.32	0.33	0.21	0.22	48.2	49.0	6.32	6.66	0.4
Mountain	37.61	37.10	8.77	8.57	0.37	0.38	0.21	0.22	47.4	48.8	5.37	5.52	-3.4
Pacific	44.73	44.38	11.21	10.76	0.32	0.32	0.22	0.22	48.7	49.0	7.20	6.97	0.7
AFFILIATION													
Chain	$34.95	$35.09	$10.44	$10.06	0.31	0.32	0.21	0.22	47.5	47.9	$ 6.93	$ 6.83	0.3
Independent	61.68	60.74	12.71	12.02	0.33	0.34	0.23	0.23	46.7	46.8	8.08	7.70	-2.1
LOCATION													
Center City	$42.36	$42.16	$12.71	$12.11	0.30	0.30	0.21	0.22	51.5	51.9	$ 9.07	$ 8.82	-0.1
Suburban	33.31	33.90	8.58	8.30	0.34	0.35	0.23	0.23	45.7	46.7	5.36	5.42	-0.7
Airport	31.34	32.18	9.26	8.94	0.32	0.33	0.21	0.21	43.5	44.5	5.37	5.46	-1.1
Highway	24.97	25.30	7.82	7.72	0.35	0.35	0.24	0.24	40.8	40.9	4.11	4.22	1.7
Resort	51.56	50.95	11.76	11.27	0.34	0.33	0.21	0.22	43.3	43.1	6.92	6.55	-0.3
SIZE													
Under 150 Rooms	$39.92	$39.22	$ 8.35	$ 8.16	0.36	0.36	0.26	0.27	44.4	44.8	$ 4.87	$ 4.88	-1.2
150 - 299 Rooms	32.85	33.37	9.04	8.80	0.34	0.35	0.23	0.24	46.9	47.6	5.96	5.95	-1.6
300 - 600 Rooms	40.32	40.36	11.21	10.78	0.32	0.32	0.22	0.22	45.9	46.6	7.01	6.91	1.2
Over 600 Rooms	43.83	43.50	13.14	12.44	0.30	0.30	0.20	0.20	49.4	49.3	9.18	8.78	-0.5
TYPE													
Hotel	$44.00	$43.99	$11.64	$11.15	0.31	0.32	0.21	0.22	48.3	48.6	$ 7.77	$ 7.57	-0.2
Motor Hotel	24.88	24.98	7.74	7.49	0.35	0.35	-0.23	0.23	42.4	42.7	4.54	4.53	-0.6
Economy	6.39	5.96	*	*	*	*	*	*	*	*	*	*	*
All Suites	44.08	45.74	12.24	12.11	0.34	0.34	0.25	0.26	45.4	47.1	8.06	8.21	2.2

* Insufficient Response
\- No Change